



CANNON BUILDING  
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**STATE OF DELAWARE  
REAL ESTATE COMMISSION**

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PUBLIC MEETING MINUTES:	<b>REAL ESTATE COMMISSION</b>
MEETING DATE AND TIME:	<b>Thursday, September 14, 2017 at 9:00 a.m.</b>
PLACE:	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b> , Second Floor of the Cannon Building
MINUTES FOR APPROVAL	10/12/2017

**MEMBERS PRESENT**

Lynette Scott, Professional Member, **Chairperson**  
Lynn Rogers, Public Member, **Vice-Chairperson**  
Jason Giles, Professional Member  
Nora Martin, Professional Member  
Randy Marvel, Professional Member

**DIVISION STAFF/ DEPUTY ATTORNEY GENERAL**

Eileen Kelly, Deputy Attorney General  
Nicole Williams, Administrative Specialist III

**MEMBERS ABSENT**

Nathaniel Gibbs, Public Member  
Nikki Lane, Professional Member, **Secretary**

**ALSO PRESENT**

Tom Burns  
James Schneider  
Thomas Schoenbeck  
Erica Wolfe, Esq.  
Baynard Snyder, Esq, of Snyder & Associates, P.A.  
James E. Schneider  
Dee Henderson Hake

**CALL TO ORDER**

Ms. Scott called the meeting to order at 9:26 a.m. Ms. Scott advised that the Commission needs to make a motion to follow a different order on the agenda given the time delay. Mr. Rogers moved, seconded by Mr. Giles, to follow a different order on the agenda. By unanimous vote, the motion carried.

## **REVIEW OF MINUTES**

The Commission reviewed the August 10, 2017 meeting minutes. Mr. Giles made a motion, seconded by Mr. Rogers, to approve the minutes as written. By unanimous vote, the motion carried.

## **UNFINISHED BUSINESS**

### **Sign Final Order for Hong Wu from Guaranty Fund Recovery Claim Hearing**

Ms. Scott signed the final order for Ms. Hong Wu.

### **Sign Final Orders from Hearing Officer Recommendations**

Ms. Scott signed the final orders for the below recommendations:

Tracy Burns	Annette DiEdoardo	Daniel James	Theresa Looney
Kevin Melloy	Timothy Masters	Frank Panunto	Whitney Russell
Levin Tucker	Theresa Thomas-Dollard		

### **Request to Vacate Final Order in Barry Grim Case, Case No.: 02-29-14**

Ms. Kelly advised the reasoning for vacating the final order for Barry Grim. Mr. Giles moved, seconded by Ms. Scott, to vacate the final order for Mr. Grim. By unanimous vote, the motion carried. Ms. Scott signed the vacated order.

### **Reconsider Instructor Application for Erica Wolfe, Esq. – Pre-licensing Course: Real Estate Law**

Ms. Kelly arrived at 10:15 a.m. Ms. Kelly advised the Commission regarding the previous denial for Ms. Wolfe who had applied as an instructor to teach pre-licensing law, but was only approved for Module 7. Mr. Schoenbeck is the owner for Premier Real Estate School and it was found that the school had advertised for Ms. Wolfe to teach the pre-licensing Real Estate Law course. Ms. Wolfe then submitted a letter of request, application and her resume to the Commission to relook at her qualifications as an instructor for Real Estate Law pre-licensing. Mr. Burns addressed the Committee regarding Ms. Wolfe's applications and approval for only Module 7 as Ms. Wolfe only has 3 years as an attorney and does not have sufficient background and experience yet to teach pre-licensing, therefore the Committee stood with their approval for Ms. Wolfe to only teach Module 7.

Ms. Kelly advised the Commission has the opportunity to overrule the Committee's decision and grant Ms. Wolfe approval to teach Real Estate Law pre-licensing. Ms. Kelly advised the Commission of the Education Guidelines requirements for instructor approval.

Ms. Wolfe addressed the Commission regarding her request and her previous denial and the qualifications that she meets the requirements.

Ms. Schoenbeck addressed the Commission regarding his school and applications for the pre-licensing courses. Mr. Schoenbeck advised that he did not get notice until just recently maybe a week ago that Ms. Wolfe could not teach pre-licensing. Ms. Kelly advised that Mr. Schoenbeck was notified in June that Ms. Wolfe was only approved for Module 7.

Mr. Giles moved, seconded by Mr. Rogers, to recommend that Ms. Wolfe (see recording)

Ms. Martin, Mr. Giles, Mr. Rogers voted yes, Ms. Scott opposed and Mr. Marvel abstained. By majority vote, the motion carried.

The Commission moved on the agenda to the hearing for the Guaranty Fund.

White Realty

Mr. Giles moved, seconded Ms. Scott, to terminate the office permit for White Realty Associates LLC. By unanimous vote, the motion carried.

**NEW BUSINESS**

Guaranty Fund Claim Recovery Hearing for James E. Schneider at 9:00 a.m.

Due to an unexpected time delay the hearing started later in the meeting. See attached hearing minutes at the end of the meeting minutes.

Education Committee Report – September 7, 2017

Mr. Burns addressed the Commission and provided the Education Committee report. For the month of September the Committee reviewed 29 course provider applications of which 26 were approved, one was tabled and two were denied. The Committee reviewed seven (7) instructor applications all of which were approved. Mr. Burns advised that the Committee reviewed and discussed the course content modules and provided some of the discussed changes. Mr. Giles moved, seconded by Mr. Rogers, to approve the September Committee report.

The Commission moved back on the agenda to review of request from Erica Wolfe, Esq.

Applications for Licensure

Ratification of Salesperson Applications

Ms. Martin made a motion, seconded by Mr. Giles, to ratify the approved applications for salespersons per attached list at the end of the minutes. By unanimous vote, the motion carried.

Ratification of Broker and Associate Broker Applications

Mr. Giles made a motion, seconded by Mr. Marvel, to ratify the approved applications for Associate Brokers per the attached list at the end of the minutes. By unanimous vote, the motion carried.

Review of Reinstatement Application(s) to sit for the Law and/or General exam(s)

Deborah Sullivan – Request to waive re-taking the State law exam – The Commission reviewed the reinstatement application and letter of request for Ms. Sullivan. Mr. Giles moved, seconded by Mr. Rogers, to deny her request to waive the State law exam. By unanimous vote, the motion carried.

Ratification of Reinstatement Application(s) for Licensure – General and Law Exams Passed

Mr. Giles made a motion, seconded by Mr. Rogers, to ratify the below reinstatement application(s) for licensure as the applicant passed both the General and Law exams. By unanimous vote, the motion carried.

Ernest Viehman  
Lynette Griffin

Robert McKeown  
Michelle Barker

Linda Ng  
Marshall Manlove

Joyanne Liberto

Review of New Office Application(s)

The Commission reviewed the following office application(s):

Rehoboth Real Estate Company LLC – Rehoboth Beach, DE; BOR: Nora Martin

Mr. Giles made a motion, seconded by Mr. Rogers, to approve the above office application for an office permit. Ms. Martin abstained. By unanimous vote, the motion carried.

Century 21 Home Team Realty – Rehoboth Beach, DE; BOR: Frank Parks

Mr. Giles made a motion, seconded by Mr. Rogers, to approve the above office application for an office permit. By unanimous vote, the motion carried.

#### Status of Complaints

Complaint #02-10-17 - Sent to AG's Office

Complaint #02-17-17 - Closed by Investigator

Complaint #02-19-17 - Sent to AG's Office

Complaint #02-20-17 - Closed by Investigator

Complaint #02-23-17 - Closed by Investigator

Complaint #02-24-17 - Sent to AG's Office

Complaint #02-22-17 - Sent to AG's Office

#### Review and Consider Hearing Officer Recommendation(s)

The Commission reviewed and considered the Hearing Officer Recommendation for Deborah Goguen-Ellis. The Commission addressed Ms. Goguen Ellis as she was present. Ms. Goguen-Ellis addressed the Commission regarding her recommendation and advised of her letter she submitted address to the Commission. The Commission considered Ms. Goguen-Ellis's letter. Mr. Giles moved, seconded by Mr. Martin, to accept the recommendation as written but to strike the letter of reprimand. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Sheila Tekavec. Ms. Tekavec was present and addressed the Commission. Ms. Scott moved, seconded by Mr. Giles, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for John Brophy. Mr. Brophy moved, seconded by Mr. Giles, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Lehman Gallagher. Mr. Rogers moved, seconded by Ms. Scott, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Crystal Graham. Mr. Giles moved, seconded by Ms. Martin, to accept the recommendation as written to dismiss the case. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Elin Green. Ms. Martin moved, seconded by Mr. Giles, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Ewan Harper. Ms. Martin moved, seconded by Mr. Giles, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Anmara Jafri. Mr. Marvel moved, seconded by Ms. Martin, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Jennifer Kenney. Mr. Marvel moved, seconded by Mr. Giles, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Michelle Marinucci. Ms. Scott moved, seconded by Mr. Giles, to accept the recommendation as written with no discipline. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Anthony McGuire. Ms. Scott moved, seconded by Mr. Giles, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Robin Mitchell (Webb). Ms. Scott moved, seconded by Ms. Martin, to accept the recommendation as written with no discipline. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Emily Pinder. Mr. Giles moved, seconded by Ms. Scott, to accept the recommendation as written with no discipline. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Sylvia Redic. Ms. Scott moved, seconded by Mr. Marvel, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Jill Schwartz. Mr. Giles moved, seconded by Mr. Rogers, to accept the recommendation as written with no discipline. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Kirk Vaughan. Ms. Scott moved, seconded by Mr. Marvel, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Francesca Vavala. Ms. Martin moved, seconded by Mr. Rogers, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Sandra Wright. Mr. Giles moved, seconded by Ms. Martin, to accept the recommendation as written. By unanimous vote, the motion carried.

Review and Consider Executed Consent Agreement and Proposed Order for Lakesia D. Campbell, Case No.: 02-21-16

The Commission reviewed and considered the consent agreement for Lakesia Campbell. Mr. Giles moved to reject the consent agreement with a request to increase the fine to \$1,000 and add three (3)

months' probation for the consent agreement, seconded by Mr. Rogers. By unanimous vote, the motion carried.

**Review and Consider Executed Consent Agreement and Proposed Order for Garrett M. King, Case No.: 02-33-16**

The Commission reviewed and considered the consent agreement for Garrett King. Mr. Giles moved, seconded by Mr. Marvel. By unanimous vote, the motion carried.

**CORRESPONDENCE**

There was no correspondence for the Commission to review and discuss.

**OTHER BUSINESS BEFORE THE COMMISSION** (for discussion only)

There was no other business before the Board.

**PUBLIC COMMENT**

Dee Henderson Hake of Central Delaware Real Estate Academy addressed the Commission regarding her denial for her pre-licensing course. Ms. Hake advised that the Committee denied her request because she was advised on the course outline that the school would have unknown guest speakers. Ms. Hake is requesting if the Commission will overturn the denial. Mr. Giles inquired how the guest speakers were prepared to assist candidates to pass the State and National exams. Ms. Hake advised that she is following Title 24 education guidelines and that this is the first time that she listed on the outline "guest speaker" but has been previously approved for the past three (3) years. She advised that she submitted the exact same outline from the previous approval but was denied this time. She advised that the guest speakers will only take about three to three and a half hours to speak within the designated 99 hour pre-licensing. Mr. Marvel moved, seconded by Mr. Giles, to defer Ms. Hake's request back to the Education Committee.

**NEXT SCHEDULED MEETING**

The next meeting will be held on October 12, 2017 at 9:00 a.m. in Conference Room A, 861 Silver Lake Boulevard, Suite 203, Dover, DE.

**ADJOURNMENT**

Mr. Marvel made a motion, seconded by Mr. Giles, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 12:44 p.m.

Respectfully submitted,



Nicole M. Williams  
Administrative Specialist III

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.*

## **HEARING MINUTES**

### **HEARING – GUARANTY FUND CLAIM BY HONG WU**

The Delaware Real Estate Commission held a hearing on August 10, 2017 at 9:00 a.m. in the Second Floor Conference Room A, Cannon Building, 861 Silver Lake Blvd., Suite 203, Dover, Delaware.

**PRESENT:** Lynette Scott, Chairperson, Lynn Rogers, Vice-Chairperson, Nora Martin, Randy Marvel, Jason Giles

**PURPOSE:** Claim for Recovery from the Guaranty Fund

**PRESIDING:** Lynette Scott, Chairperson

**COMMISSION STAFF:** Nicole Williams, Administrative Specialist III

**DEPUTY ATTORNEY GENERAL FOR THE COMMISSION:** Eileen Kelly

**ATTORNEY FOR THE CLAIMANT:** Baynard Snyder, Esq. of Snyder & Associates, P.A.

**CLAIMANT:** James E. Schneider

**TIME STARTED:** 10:20 a.m.

The hearing was recorded. Ms. Kelly asked the Commission members to introduce themselves for the record. Ms. Kelly summarized the reason for the hearing. Ms. Kelly entered Exhibits 1 as the request for Claim against the Guaranty Fund from Mr. Snyder on behalf of Ms. Schneider, Exhibit 2 as the hearing letter for the Guaranty Claim, and Exhibit 3 as the final order with hearing officer recommendation for John Ballen. Mr. Snyder provided his testimony. The Commission and Ms. Kelly questioned Mr. Snyder. Mr. Schneider was sworn in and provided his testimony. The Commission went into deliberations at 10:48 a.m. Ms. Scott made a motion to approve Mr. Schneider's claim from the Guaranty Fund, seconded by Mr. Marvel. By unanimous vote, the motion carried. The hearing concluded at 11:16 p.m.

Salesperson License List

License Number	Name	License Type	Office	Office Location
RS-0024735	Haskins, Kelly A.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024736	Sia, Ivy-lyn P.	Salesperson	Welcome Home Realty	Dover DE 19901
RS-0024737	Lamb, Lois Vesteria	Salesperson	Key Realty, LLC	Dover DE 19901
RS-0024738	Martinez, Lillian	Salesperson	Remax Horizons	Dover DE 19904
RS-0024739	Wicker-Burroughs, Tanya	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024740	Kubler-Ross, Jeanette	Salesperson	Patterson Schwartz & Assoc., Inc.	Newark DE 19713
RS-0024741	D'Angelo, Jan O.	Salesperson	Long & Foster Real Estate, Inc.	Hockessin DE 19707
RS-0024742	Dougan, Sandra L.	Salesperson	Shamrock Realty Group	Berlin MD 21811
RS-0024743	Nazario, Alexis A.	Salesperson	Keller Williams Realty Central Delaware	Dover DE 19901
RS-0024744	Heistand, Rebeca D.	Salesperson	Keller Williams Central Delaware	Dover DE 19901
RS-0024745	McCoy, Alecia O.	Salesperson	Keller Williams Realty Central Delaware	Dover DE 19901
RS-0024746	Roop, Charity A.	Salesperson	Keller Williams	Dover DE 19901
RS-0024747	Young, Noreen A. Dowers	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024748	Moore, Michael Anthony	Salesperson	Berkshire Hathaway Home Services Fox Roach	Newark DE 19711
RS-0024749	Clark, Kelly Marie	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024750	Lisa, James Peter, Jr.	Salesperson	Ganc Commercial Realty, LLC	Wilmington DE 19803
RS-0024751	Marsh, Robert E.	Salesperson	Long & Foster Real Estate	Middletown DE 19709
RS-0024752	Feeley, Tammy Marie	Salesperson	Long & Foster Real Estate, Inc.	Bear DE 19701
RS-0024753	Ashman, Rosemarie AVECILLA	Salesperson	Welcome Home Realty	Dover DE 19901
RS-0024754	Furtade, Emmanuelle	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024755	Kaufhold, Kimberly Ann	Salesperson	Keller Williams	Bethany Beach DE 19930
RS-0024756	Henry, Victoria E.	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Greenville DE 19807
RS-0024757	Kennard, Ann	Salesperson	Long & Foster Real Estate, Inc.	Bear DE 19701
RS-0024758	Terranova, Jessica M.	Salesperson	Patterson Schwartz Real Estate Hockessin	Hockessin DE 19707
RS-0024759	Willoughby, Robert Aaron, III	Salesperson	Mary Peirson Realty	Middletown DE 19709
RS-0024760	Poteau, Susan M.	Salesperson	Long & Foster Real Estate, Inc.	Middletown DE 19709
RS-0024761	Andrews, Michelle Faith	Salesperson	Masten Realty, LLC	Milford DE 19963
RS-0024762	Kojro, John Karl	Salesperson	Long & Foster Real Estate, Inc.	Hockessin DE 19707
RS-0024763	Haggard, Kimberly Lynn	Salesperson	Keller Williams Realty Central DE	Dover DE 19901
RS-0024764	Rodriguez, Shawna M.	Salesperson	Keller Williams Realty Central DE	Dover DE 19901
RS-0024765	Bratten, Alvan J.	Salesperson	Keller Williams Realty Central DE	Dover DE 19901
RS-0024766	Grassi, Jonathan D.	Salesperson	Realtyka	New York NY 10010
RS-0024767	Reamy, Michael Joseph, Jr.	Salesperson	Ocean Atlantic Sotheby's	Rehoboth Beach DE 19971
RS-0024768	Patel, Ketu Pravin	Salesperson	Barksdale & Affiliates Realty	Newark DE 19702
RS-0024769	Conteh, Nashelle	Salesperson	Keller Williams Realty	Newark DE 19702



### Associate Brokers and Brokers

License Number	Name	License Type	Office	Office Location
RA-0020606	Stitik, Paul Robert	Associate Broker	PRS Real Estate Group	Wilmington DE 19808
RA-0020608	McKenna, Patricia C.	Associate Broker	Coldwell Banker Residential Brokerage	Bethany Beach DE 19930
RA-0020609	Davis, William J.	Associate Broker	Re/Max Associates	Lewes DE 19958
RA-0020612	Robinson, James W.	Associate Broker	Keller Williams Realty of Delmarva	Ocean City MD 21842
RB-0020603	Milligan, Michael D.	Broker	Century 21 Emerald - Millsboro	Millsboro DE 19966
RB-0020604	Davis, Kimberly S.	Broker	Tesla Realty Group, LLC	New Castle DE 19720
RB-0020605	Custer, Jean Holly	Broker	PRS Real Estate Group	Wilmington DE 19808
RB-0020607	Fritschle, Grant K.	Broker	Condominium Realty Ltd./ The Mark Fritschle Group	Ocean City MD 21842
RB-0020610	Taraila, Walter D	Broker	Keller Williams Realty of Delmarva	Ocean City MD 21842
RB-0020611	Taraila, Walter D	Broker	Keller Williams Realty of Delmarva	Salisbury MD 21801